

Message Text

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P 132213Z DEC 74

FM SECSTATE WASHDC

TO AMEMBASSY ABIDJAN PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, IV

SUBJECT: MAJOR PROJECT, TAABO HYDROELECTRIC PROJECT

REF: ABIDJAN 8458

1. USDOC MAJOR EXPORT PROJECTS DIVISION DISSEMINATED YOUR REFTEL TO QUALIFIED U.S. FIRMS POTENTIALLY INTERESTED TO BID ON THE VARIOUS TAABO PROJECT CONTRACTS WHEN RECEIVED ON OCTOBER 23, 1974.

2. OUR FOLLOW-UP WITH THE MAJOR U.S. FIRMS INDICATE THERE IS SIGNIFICANT INTEREST TO PURSUE THIS PROJECT OPPORTUNITY. OF SPECIFIC INTEREST IS THE AVAILABILITY OF U.S. EXIMBANK FINANCING WHICH IS ALREADY NEGOTIATED WITH ROIC.

3. OF THE U.S. FIRMS WITH WHICH WE HAVE BEEN IN CONTACT, DRAVO CORPORATION, NELLO TEER, AND J.A. JONES PLANNED TO PREQUALIFY FOR THE CIVIL WORKS CONTRACT, TP-1. WE ARE AWARE THAT ALLIS-CHALMERS SUBMITTED ITS PREQUALIFICATION FOR THE TURBINE CONTRACT, TP-2, AND GENERAL ELECTRIC AND WESTINGHOUSE PLANNED TO PREQUALIFY FOR THE GENERATOR

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CONTRACT, TP-3.

4. WE WOULD APPRECIATE THE EMBASSY'S REPORT ON THE RESULTS OF THE NOVEMBER 30 PREQUALIFICATION ESPECIALLY ON ANY DETAILS OF THE FOREIGN COMPETITION PREQUALIFICATIONS.

ALSO, SINCE FINANCING TERMS WILL BE AN IMPORTANT EVALUATION FACTOR ON THIS PROJECT, WE LOOK FORWARD TO EMBASSY REPORTING ON THE FINANCIAL PACKAGES OFFERED BY THE COMPETITION AS THEY BECOME KNOWN. INGERSOLL

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